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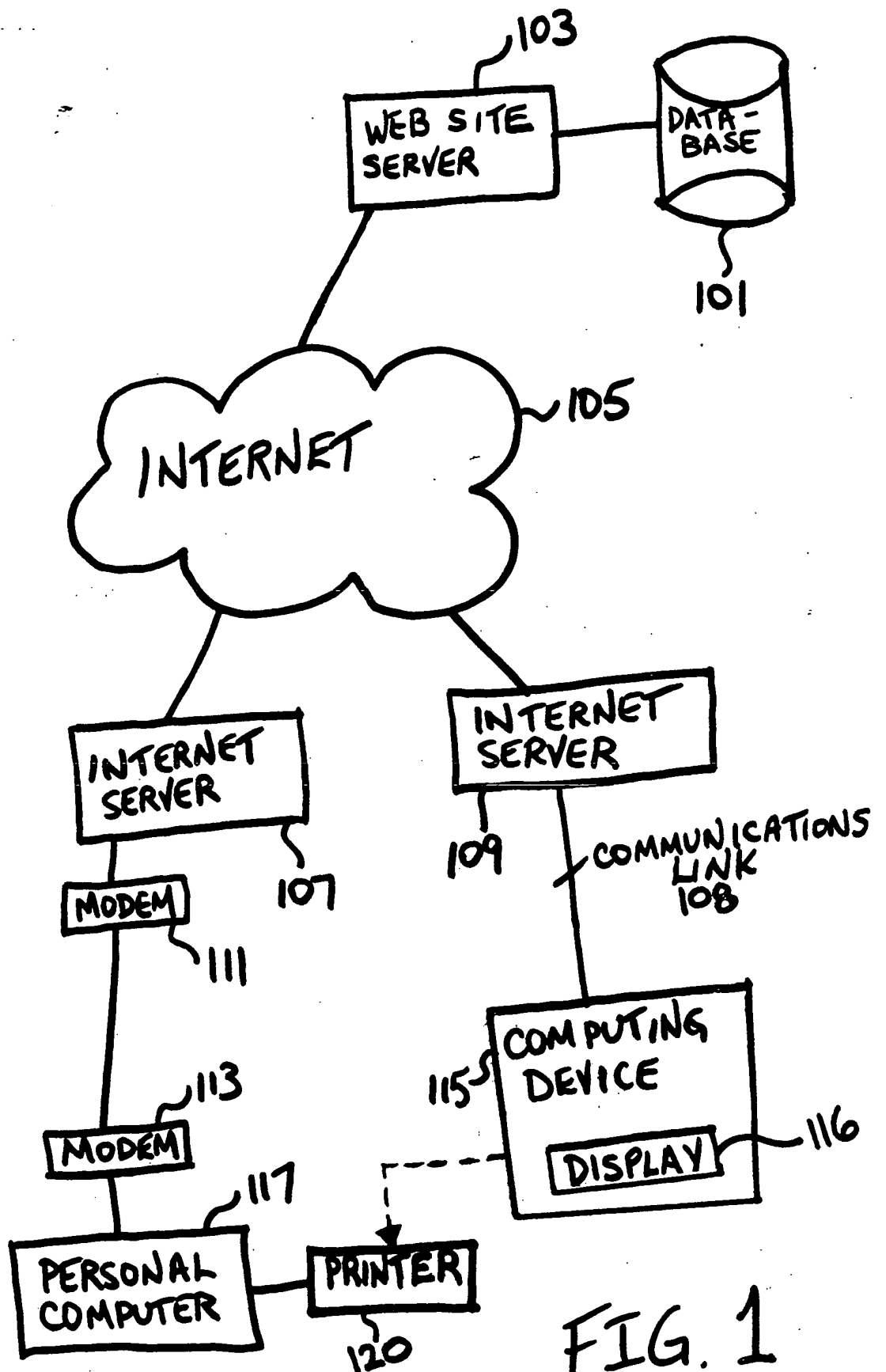


FIG. 1

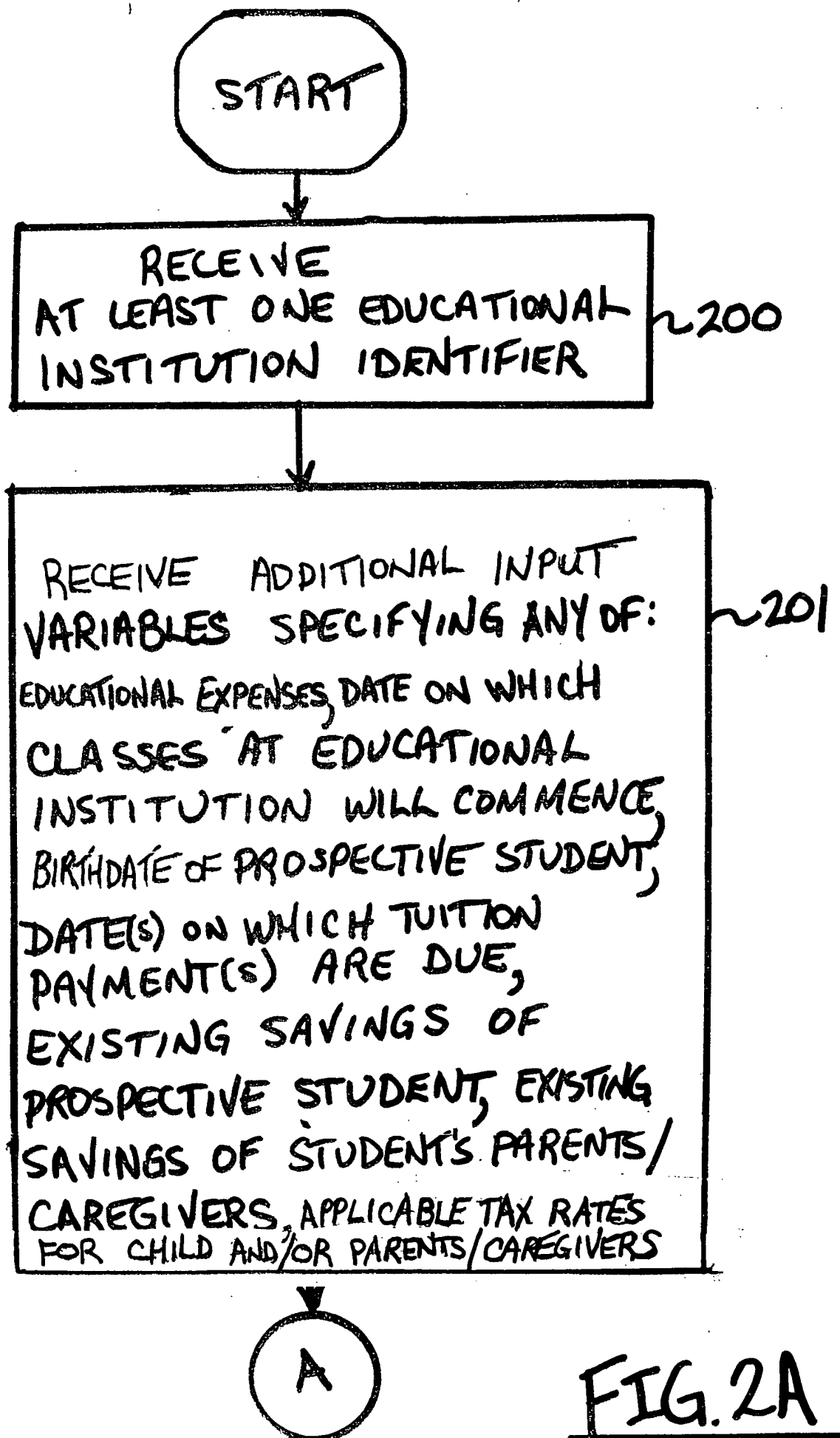


FIG. 2A

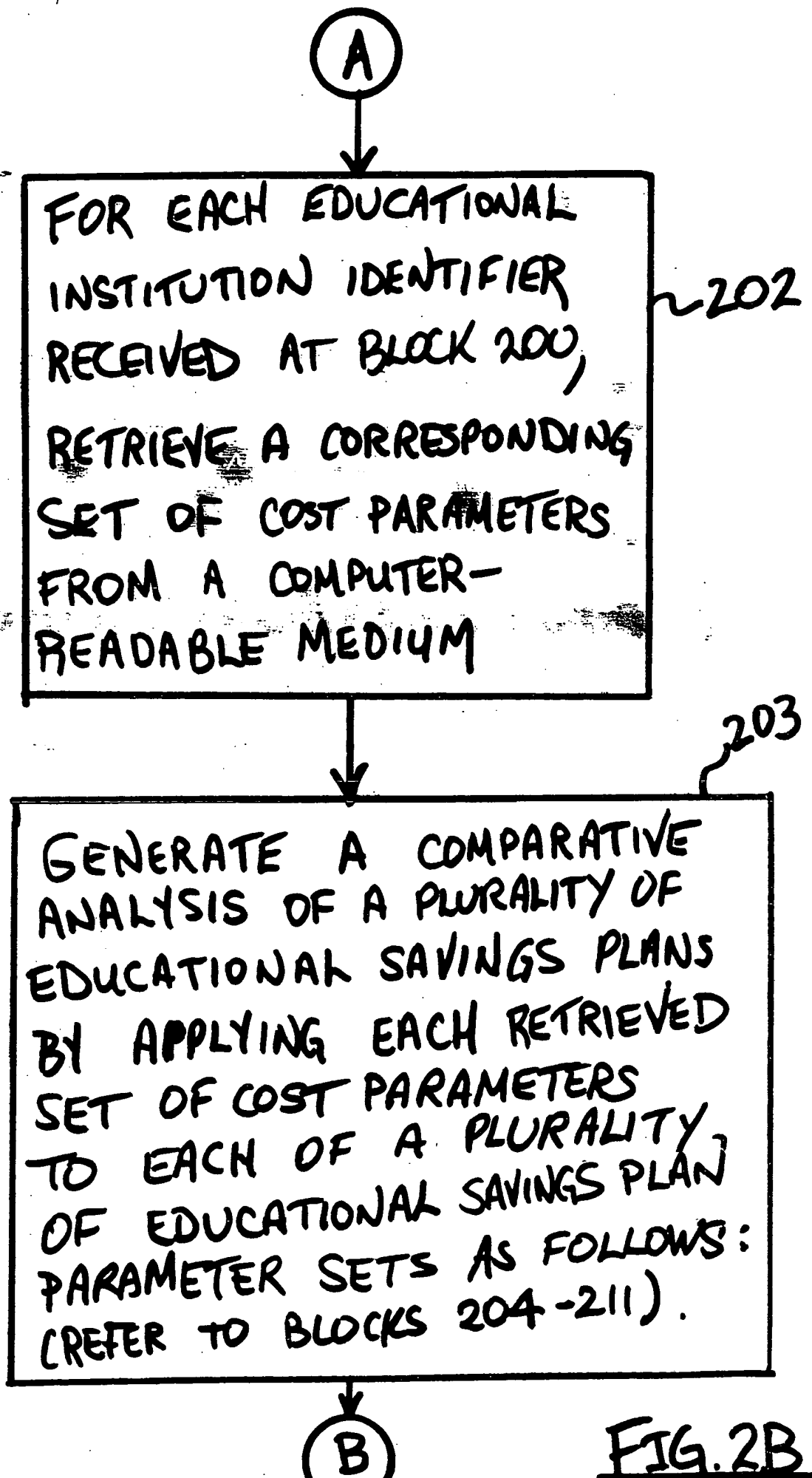


FIG. 2B

B

COMPUTE: (1) STARTING AND/OR  
ENDING DATE OF EDUCATIONAL  
INSTITUTION CLASSES, (2)  
AGE OF PROSPECTIVE STUDENT,  
AND/OR (3) EDUCATIONAL EXPENSES,  
IF NOT ALREADY RECEIVED AT  
BLOCK 201

2204

CALCULATE MONTHLY  
ALLOCATIONS AND RATES

205

CALCULATE AMOUNT  
NEEDED TO FUND  
EDUCATIONAL EXPENSE GOAL

207

CALCULATE AMOUNT TO BE  
SAVED ON A MONTHLY OR  
LUMP-SUM BASIS TO FUND  
GOAL FOR EACH OF A  
PLURALITY OF SAVINGS  
PLANS. THIS CALCULATION  
INCLUDES THE IMPACT OF  
THE CHILD'S AND PARENT'S  
CAPITAL GAINS TAX AND  
ORDINARY INCOME TAX RATES

209

C

FIG. 2C

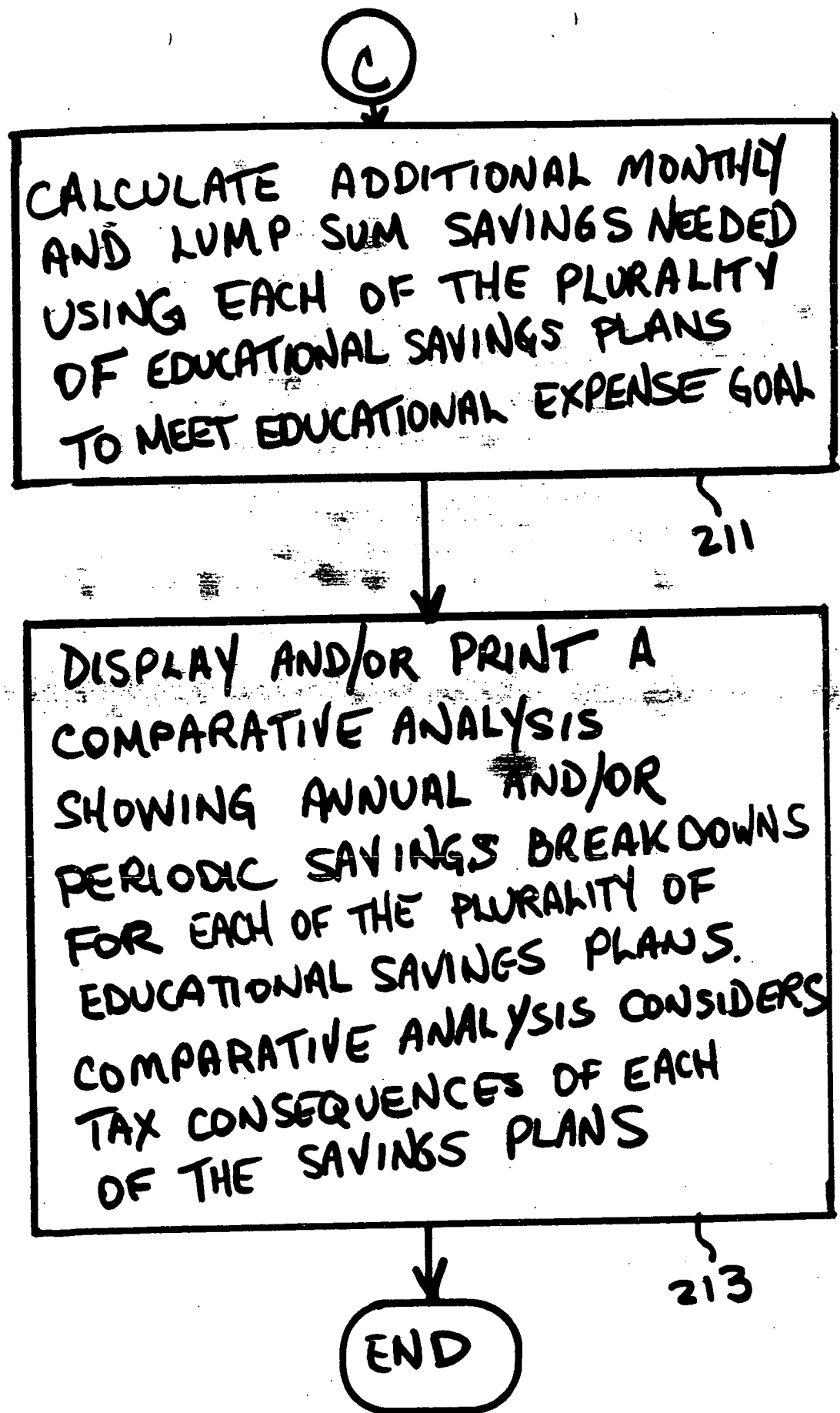


FIG. 2D

300  
↓

Educational Institution Table

COST PARAMETERS 311

Educational Institution Identifier <b>301</b>	Educational Institution Name <b>303</b>	Cost Parameter Set: Room and Board <b>305</b>	Cost Parameter Set: Tuition <b>307</b>	Cost Parameter Set: Books and Incidentals <b>309</b>
Rutgers University	Rutgers University	\$ 12,750	\$ 42,421	\$ 5,030
PRU	Princeton University	\$ 15,750	\$ 156,478	\$ 7,629
1543	Swarthmore College	\$ 11,338	\$ 75,643	\$ 8,700
MCCC	Mercer County Community College	\$ 16,890	\$ 15,000	\$ 6,300
Northwestern University	Northwestern University	\$ 13,830	\$ 176,989	\$ 9,800
Univ of Wisc	University of Wisconsin	\$ 10,711	\$ 104,100	\$ 5,400
SDSU	San Diego State University	\$ 17,755	\$ 106,500	\$ 3,999
DeVry	DeVry Institute of Technology	\$ 0	\$ 7,000	\$ 450
IL-8810	University of Illinois – Chicago Circle	\$ 9,700	\$ 56,000	\$ 8,642
Mendota	Mendota State College	\$ 9,567	\$ 64,880	\$ 1,250

FIG. 3

Boss ID

Boss Password

**Submit**

FIG. 4A

FIG. 4B

**FINANCIAL PLANNING TOOLS**  
FINANCIAL PLANNING GROUP

**FPS**



**College Funding Calculator**

Determining how to best save for educational goals.



**Advanced MRD<sup>SM</sup> Planner**

Evaluate mandatory distribution methods.



**Asset Allocation Analysis**

Instantly create, view and print a detailed Asset Allocation Analysis report at your TGA workstation.



**IFF Profile Center**

Download Interactive Financial Foundation Client Data.



FIG. 8A

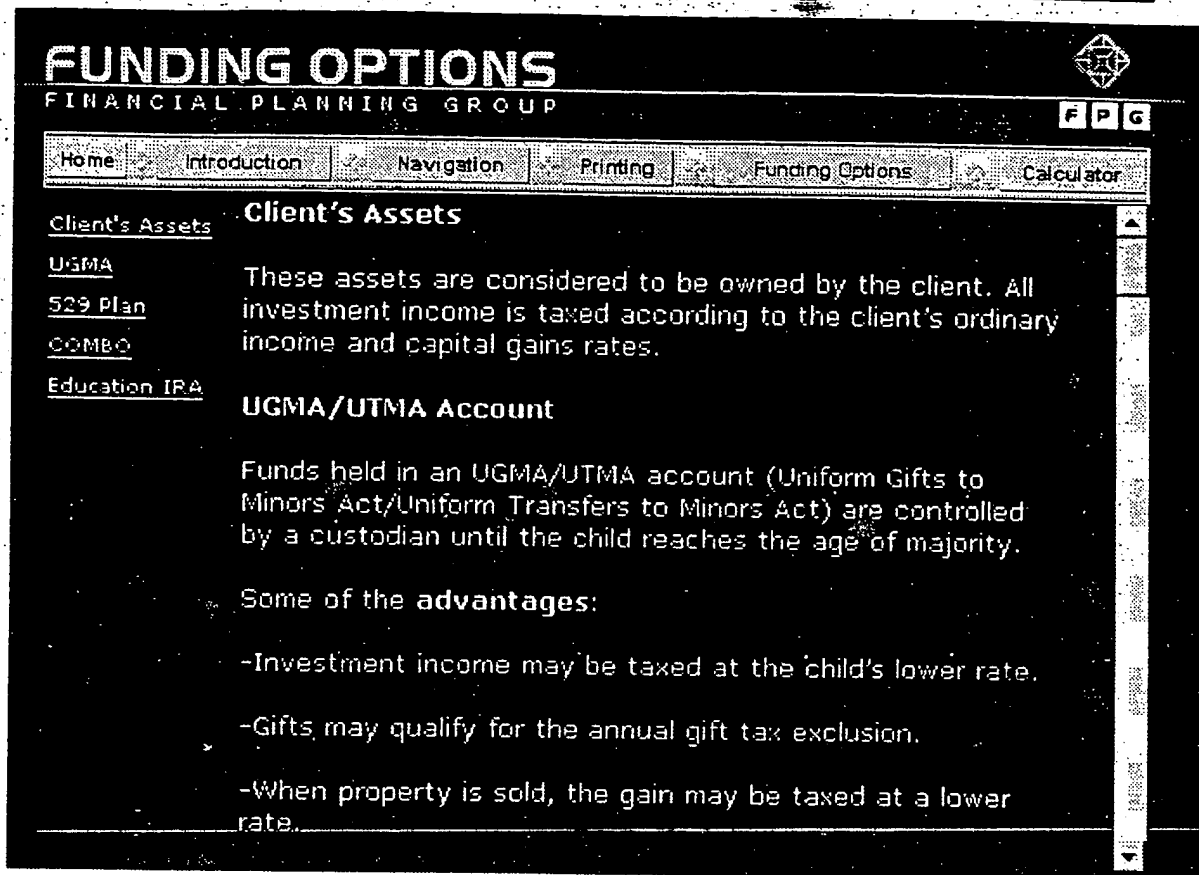
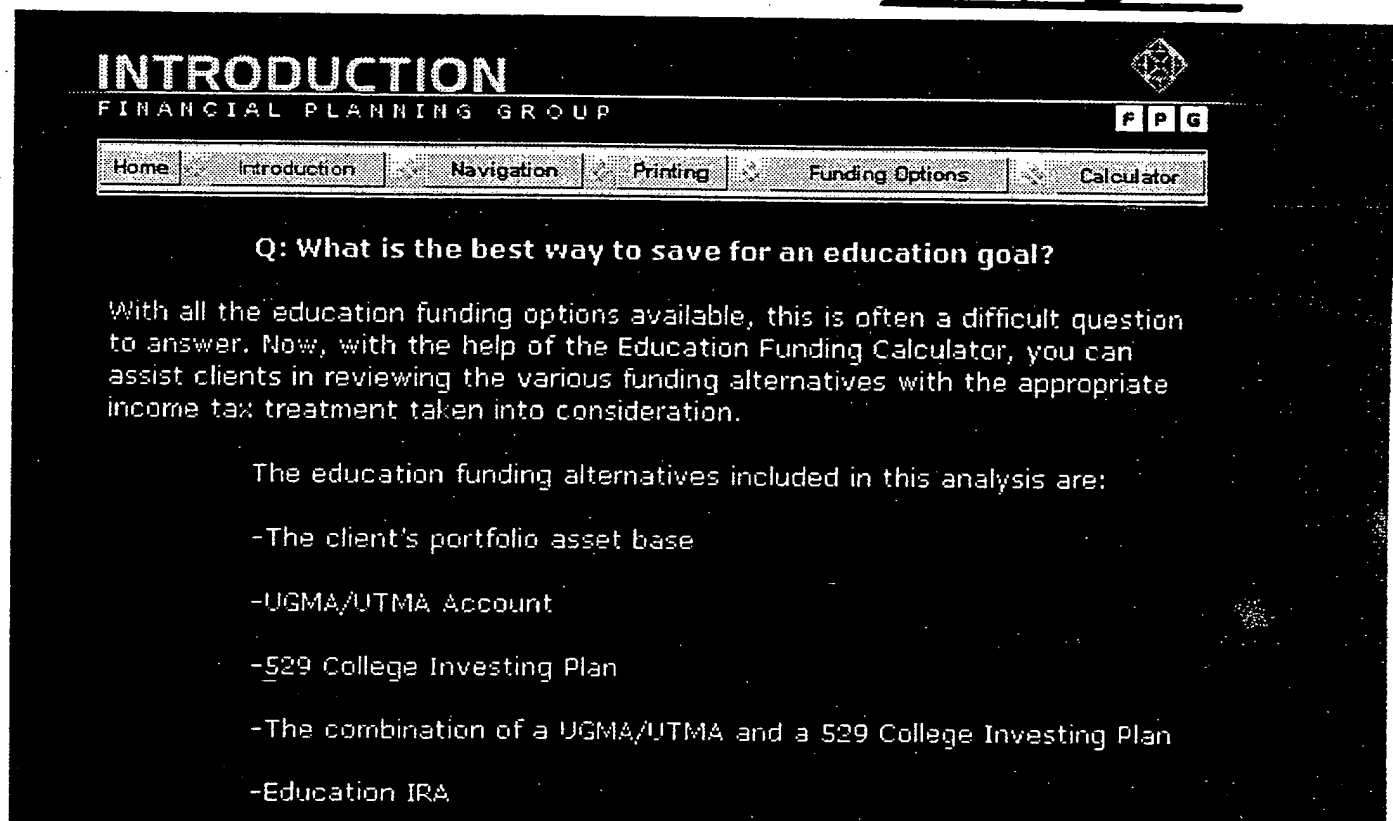


FIG. 5



# FUNDING OPTIONS

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Client's Assets Some of the **disadvantages:**

UGMA

529 Plan

COMBO

Education IRA

-The client no longer controls the assets.

-The child owns the funds and, on achieving the age of majority, can use them for any purpose.

-Depending on the age of the beneficiary, gifts made to an UGMA/UTMA account by the custodian of the account could be included in the custodian's estate for estate tax purposes.

-The child's eligibility for financial aid may be affected.

## The Tax Effects

Income generated from assets which are owned by a child are subject to special income tax considerations. The following chart shows the taxation of children's investment income (including ordinary income and realized capital gains).

FIG. 8B

# NAVIGATION

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## The Analysis is Divided into Five Screens

**Profile:** includes information about the child, income tax brackets, education costs, and the savings time-frame.

**Assets:** details the client's current holdings in and monthly contributions to the various accounts as well as the asset allocation assumptions for all funds.

**Allocation:** provides a summary of the asset allocation assumptions selected in the analysis as well as a link to detailed information about 529 College Investing Plan sample allocation models. This screen also provides the ability to input projected rates of return for the various assets classes and to indicate an equity turnover percentage.

**Results:** details the total monthly or lump sum additional savings needed in a given account to fully fund the goal(s). This tab also includes graphs which show the accumulation and depletion of assets throughout the time period and a comparison of the total savings needed by account.

**Report:** enables you to customize, view and print a formal report document suitable for client presentation.

FIG. 6A

# PRINTING

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## Saving and Printing Scenarios

This analysis currently offers a formal report document which can be viewed and printed on the **REPORT** tab. In addition to printing the report, you may want to consider printing each screen for those scenarios for which you would like to have a record until the saving of client data is available.

To generate screen prints, select **PRINT** from the 'FILE' toolbar drop-down menu, if you are accessing the application through a web browser. For TGA users, use the print icon on the TGA shell. Regardless of how you access the print function, select the "As laid out on screen" option on the Print dialogue window.

**Screen prints may be given to clients ONLY if you include a copy of the Client Note, which details important legal disclosure.**

FIG. 6B

## FINANCIAL PLANNING TOOLS

College Funding Calculator

OVERVIEW

Printing

Saving and Printing Scenarios

This analysis will ultimately behave in a manner similar to the Financial Planning suite of Builders (e.g., College Builder, Retirement Builder, etc.). It will generate a written report appropriate for client distribution, and will provide the ability to save scenarios for future review and analysis.

screen prints  
may be generated by selecting PRINT from the 'FILE' toolbar drop-down menu, if you are accessing the application through a web browser. For TGA users, use the print icon on the TGA shell. Regardless of how you access the print function, select the "As laid out on screen" option on the Print dialogue window. Until the saving of scenarios is available, you may want to consider printing each screen for those scenarios for which you would like to have a record. Screen prints may be given to clients ONLY if you include a copy of the Client Note, which details important legal disclosure.

Client's Asset

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FIG. 7

# FUNDING OPTIONS

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## Client's Assets

UGMA

529 Plan

COMBO

Education IRA

### TAXATION OF CHILDREN'S INVESTMENT INCOME

Child's Income	Under age 14	Age 14 & Over
1st \$700	Tax Exempt	Tax Exempt
2nd \$700	Child's Rates	Child's Rates
Over \$1,400	Parent's Rates	Child's Rates

It is important to note that these limits consider the child's ordinary income first, then any realized capital gains.

**For more information on UGMA/UTMA Accounts, call the Accounts and Services Help Desk at 609-282-1444.**

### 529 College Investing Plans

529 College Investing Plans are relatively new education savings alternatives which are becoming increasingly popular. They offer tax-advantaged savings and investing while providing you with more control over the distribution of funds than an UGMA/UTMA account.

FIG. 9A

# FUNDING OPTIONS

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FPG

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## Client's Assets

### UGMA

### 529 Plan

### COMBO

### Education IRA

Some of the **advantages** include:

Federal income taxes are deferred until money is distributed to pay for qualified education expenses, when the growth in excess of contributions is taxed at the child's rate.

Funds may grow free of state income taxes depending on the laws in the state where the client files a state income tax return.

Assets can be used to pay for tuition, room, board, books and required supplies at any accredited post-secondary school in the U.S.

Contributions are generally considered removed from the client's taxable estate.

Married couples filing jointly can generally contribute up to \$100,000 in one year without gift tax consequences, provided no more gifts are made to the beneficiary for a

FIG. 9B

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provided no more gifts are made to the beneficiary for a five-year period. Single taxpayers can contribute up to \$50,000.

The client (or "participant") retains control of the account and can generally change beneficiaries within the same family of the original beneficiary without penalty at any time.

The participant can also make non-qualified withdrawals at any time. A penalty on earnings and ordinary income tax on earnings at the participant's rate will generally apply.

The participant may make penalty-free withdrawals if the beneficiary receives a scholarship or in the event of the death or disability of the beneficiary.

There are no annual income limits on participation, no annual filing requirements (unless a withdrawal has been made), and generally no time limits that the assets must be held in the plan.

FIG. 9C



# FUNDING OPTIONS

FINANCIAL PLANNING GROUP



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## Client's Assets

UGMA

529 Plan

COMBO

Education IRA

Some of the **disadvantages** include:

Once the funds are contributed to the plan, the client no longer controls how the funds are invested. Investment decisions are typically made by fund managers who are hired by the sponsoring state.

Contributions must be made in cash. Clients cannot transfer securities into the plan.

The funds can only be used for education purposes to receive the full federal income tax benefits. If funds are withdrawn and used for purposes other than education, the earnings portion generally are taxed at the client's income tax rate and will be subject to a 10% penalty.

## **Additional Information About 529 College Investing Plans**

When reviewing state-sponsored college savings plans, keep in mind that clients are not limited to the plan that their own

FIG. 9D

# FUNDING OPTIONS

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[Education IRA](#)

in mind that clients are not limited to the plan that their own states may provide. Several states, including Maine, New Hampshire and New York allow out-of-state residents to take advantage of the plans that they administer.

Many features of 529 plans are determined by the sponsoring state. Therefore, the client should choose the plan that is best-suited to meet the client's needs. **The key features of the State of Maine's NextGen College Investing Plan have been incorporated into this analysis.**

The maximum amount which can be contributed on behalf of the same beneficiary (by all contributors) is limited by the sponsoring state. This limit is typically equivalent to the current cost of five years of tuition at a school (or an index of schools) specified by the state.

Lump-sum or annual non-deductible contributions of any amount can be made as long as the total account balance does not exceed the current limit.

FIG. 9E

# FUNDING OPTIONS

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## For more information on 529 College Investing Plans:

-see PRI 529

-call the Accounts and Services Help Desk at 609-282-1444

## The Combination of a UGMA/UTMA and 529 College Investing Plan

Using a combination of an UGMA/UTMA and a 529 College Investing Plan may enable the client to benefit from the tax-advantages offered by both funding alternatives. The analysis will make monthly contributions to a UGMA/UTMA until the investment income generated within the account exceeds the \$700 tax-exempt limit. Any further contributions will be made to a 529 College Investing Plan to take advantage of tax-deferred growth. To view the contribution schedule that was assumed in the analysis for the combination method, select "Savings Detail" on the Results screen.

Education IRA

FIG. 9F

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## Client's Assets

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Education IRA

## Education IRA

The Education IRA allows annual non-deductible contributions up to \$500 until the 18th birthday of a child. To include savings to an Education IRA, select the 'Include Maximum Education IRA' option on the **Results** screen. If selected, the analysis will contribute the first \$500 of savings to an Education IRA in any year that a contribution is **not** made to a 529 College Investing Plan.

Some of the **advantages**:

- Contributions grow tax free.
- Withdrawals are tax free if they are used for qualifying education expenses.
- Unused funds may be transferred to other immediate family members but only for education purposes.
- Anyone (a parent, grandparent, etc.) can contribute to an

FIG. 10A

# FUNDING OPTIONS

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## Client's Assets

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Education IRA

### Some of the disadvantages:

-Contributions from all sources cannot exceed \$500 per child per year.

-Eligibility is based on the contributor's modified AGI and phaseout starts when AGI exceeds \$150,000 for married contributors and \$95,000 for unmarried contributors.

-In general, the assets must be distributed by the time the beneficiary reaches age 30.

This analysis does not take AGI into consideration when making Education IRA contributions. Therefore, if contributors to the Education IRA anticipate that their AGI will exceed these thresholds at any time during the analysis, you should not select the 'Include Maximum Education IRA' option.

For more information on the Education IRA, see PRI ESA or call the Accounts and Services Help Desk at 609-282-

FIG. 10B

Profile Assets Rates Results Reports Overview Help

### Child Information

Name: Matthew Date of Birth: 04/12/1994 State of Residence: PA  
(MM/DD/YYYY)

### Income Tax Rates

	Ordinary Income	Capital Gains
Your Rate :	31 %	20 %
Child's Rate :	15 %	10 %

### Undergraduate School

Average Public \$9,271/year Average Public In-State (PA)  
Start Year : 2012 Years of School : 4

### Graduate School

School Cost :\$ /year  
Start Year : Years of School :

### Cost Increase

Education Cost Increase Rate : 5 %



June 22, 2000

FIG. 11

**Specific School**

Search For:

La Salle University

☒ In-State ☐ Out-Of-State

Current College Cost : \$ 23962

FIG. 12

**Assets**

	Your Assets	UGMA/UTMA	Ed. IRA	529 Program
Current Balance	\$0	\$0	\$0	\$0
Unrealized Gains	\$0	\$0	Growth:	\$0
Monthly Contribution	\$0	\$0		\$0

**Allocation**

Your Assets/UGMA/UTMA/Ed. IRA Allocation

Equity:	0	%
Taxable Fixed Income:	0	%
TaxFree Fixed Income:	0	%
Cash:	0	%

Use Age-Tailored Allocation ☐

529 Program Allocation

Equity:	80	%
Taxable Fixed Income:	20	%
Cash:	0	%

Use Age-Tailored Allocation ☐

**Savings**

Savings Start Year : 2000

Savings End Year : ☒ First Year Of Education(2012)

☐ Last Year Of Education(2015)



June 23, 2000

FIG. 13



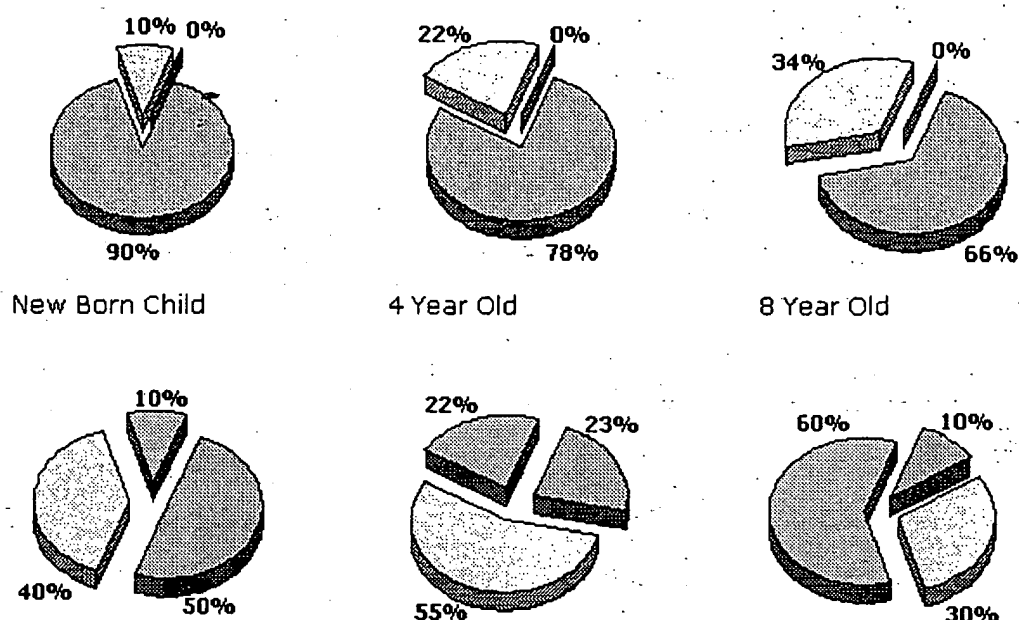


FIG. 14

Details			
Age	Equity	Taxable Fixed Income	Cash
Newborn	90%	10%	0%
1	87%	13%	0%
2	83%	17%	0%
3	80%	20%	0%
4	78%	22%	0%
5	75%	25%	0%
6	70%	30%	0%
7	68%	32%	0%
8	66%	34%	0%
9	60%	35%	5%
10	57%	37%	6%
11	53%	39%	8%
12	50%	40%	10%
13	44%	42%	14%
14	37%	45%	18%
15	30%	50%	20%
16	23%	55%	22%
17	19%	57%	24%
18	15%	60%	25%
19	13%	40%	47%
20	10%	30%	60%
21	10%	20%	70%
22+	5%	15%	80%

FIG. 15

### Assets

	Your Assets	UGMA/UTMA	Ed.IRA	529 Program
Current Balance	\$0	\$1000	\$0	\$0
Unrealized Gains	\$0	\$0	Growth :	\$0
Monthly Contribution	\$0	\$100		\$0

### Allocation

#### Your Assets/UGMA/UTMA/Ed. IRA Allocation

Equity:	0	%
Taxable Fixed Income:	100	%
TaxFree Fixed Income	0	%
Cash:	0	%

Use Age-Tailored Allocation ☐

#### 529 Program Allocation

Equity:	80	%
Taxable Fixed Income:	20	%
Cash:	0	%

Use Age-Tailored Allocation ☐

### Savings

Savings Start Year : 2000

Savings End Year : ☒ First Year Of Education(2012)

☐ Last Year Of Education(2015)



June 22, 2000

FIG. 16

Help

### Assets

#### Your Assets

**Current Balance :**

The current value of all assets designated for this education goal which are held in the client's;s taxable portfolio.

**Unrealized Gains :**

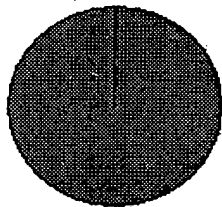
The amount of appreciation within the current balance that has not been realized for capital gains tax purposes. Realization of these gains and the subsequent taxation at the client's capital gains rate will occur based on the **Equity Turnover** rate on the **Rates** screen and when

Profile Assets **Rates** Results Reports

Overview Help

Name: Matthew

### Asset Allocation



100.0%

Applied to : \$ 1000.00

Pre-Tax ROR : 6.5 %

### Age-Tailored Allocation

Applied to : \$ 0

### Rate of Return Assumption

☐ Equity: Capital Appreciation : 8 %

Annual Turnover : 100 %

Dividend : 2 %

Total : 10 %

☐ Taxable Fixed Income: 6.5 %

☐ Tax Free Fixed Income: 5.5 %

☐ Cash: 4 %

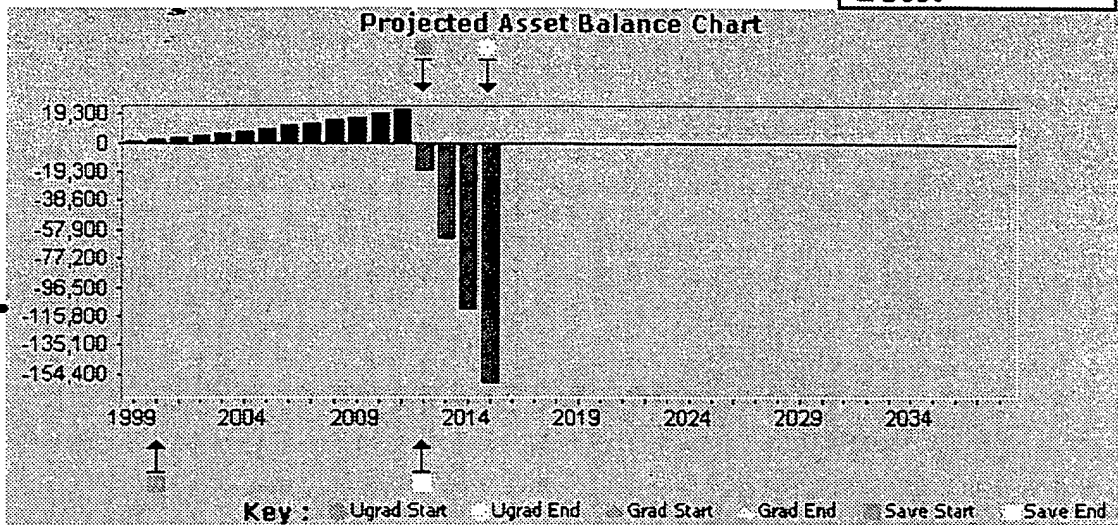


June 22, 2000

FIG. 17

Profile Assets Rates **Results** Reports Overview Help  
 Name : Matthew La Salle University Graduate Cost  
 \$23,962/year \$0/year  
☐ Include Maximum Education IRA Contribution

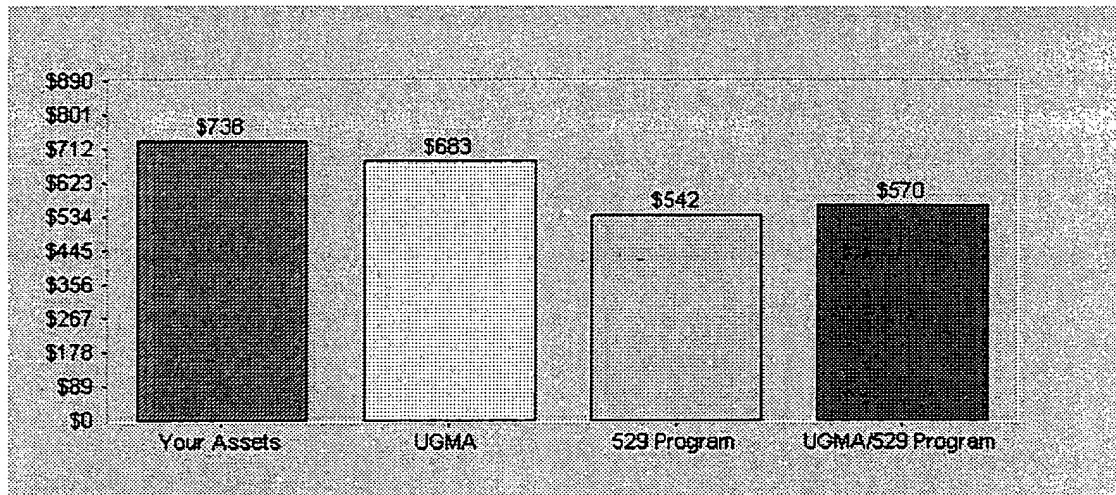
**Legend**  
 ■ Assets  
 ■ Debt



**Additional Savings Required**

☒ Additional Monthly Savings

☐ Additional Lump Sum

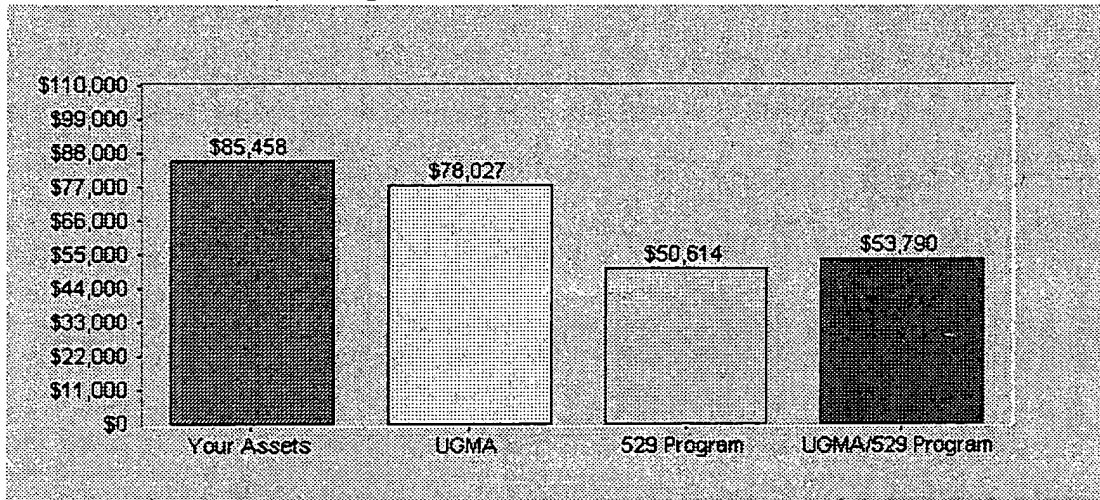


**Savings Details**

### Additional Savings Required

☐ Additional Monthly Savings

☒ Additional Lump Sum



[Savings Details](#)

### Savings Details

[Back](#)

Select the account into which all additional savings will be contributed, savings frequency, and which table you would like to view.

Additional Savings: ☐ Include

Table View:

Annual Savings

Account Type:

Your Assets

Frequency:

Monthly

[Recalculate](#)

The following table details the total annual savings by account type based on your current funding plan detailed on the **Assets** tab.

TOTAL ANNUAL SAVINGS					
	Your Assets	UGMA/UTMA	529 Program	Ed.IRA	Total
2000	\$0	\$700	\$0	\$0	\$700
2001	\$0	\$1,200	\$0	\$0	\$1,200
2002	\$0	\$1,200	\$0	\$0	\$1,200
2003	\$0	\$1,200	\$0	\$0	\$1,200
2004	\$0	\$1,200	\$0	\$0	\$1,200
2005	\$0	\$1,200	\$0	\$0	\$1,200
2006	\$0	\$1,200	\$0	\$0	\$1,200
2007	\$0	\$1,200	\$0	\$0	\$1,200
2008	\$0	\$1,200	\$0	\$0	\$1,200
2009	\$0	\$1,200	\$0	\$0	\$1,200
2010	\$0	\$1,200	\$0	\$0	\$1,200
2011	\$0	\$1,200	\$0	\$0	\$1,200
2012	\$0	\$1,200	\$0	\$0	\$1,200
2013	\$0	\$0	\$0	\$0	\$0
2014	\$0	\$0	\$0	\$0	\$0
2015	\$0	\$0	\$0	\$0	\$0



June 22, 2000

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This proposal was prepared by your Financial Consultant. It may illustrate recommendations made in the Financial Foundation report or alternative scenarios. See the Client Note in the previous screen for important information, including assumptions underlying this analysis.

FIG. 21



**Important Information**



College Investment Plan Analysis reviews your education goals and estimates the assets needed to achieve your objective. It allows you to define your goal, your tax situation, and your current assets and projected savings. From these figures, an estimated additional savings amount is computed based on the account(s) involved.

Analysis is based on certain information and assumptions. The information has been provided by you. The assumptions made, including projected rates of return, tax rates, time horizons, costs and asset values (particularly those held away from Merrill Lynch), are illustrative. Many of these assumptions are identified in the Analysis or can be used from your Financial Consultant. You should also understand that there is no guarantee that the results shown will be achieved and actual results may deviate substantially from those reflected in the Analysis.

Use note that you are not obligated to implement any strategy that may be developed using this Analysis. If you choose to implement any financial strategy through Merrill Lynch, our regular fees and charges for products and services will apply. In executing transactions for your account, Merrill Lynch, as a broker-dealer, may act as agent or as principal and be compensated, along with your Financial Consultant, through commissions, mark-ups/mark-downs or other fees.



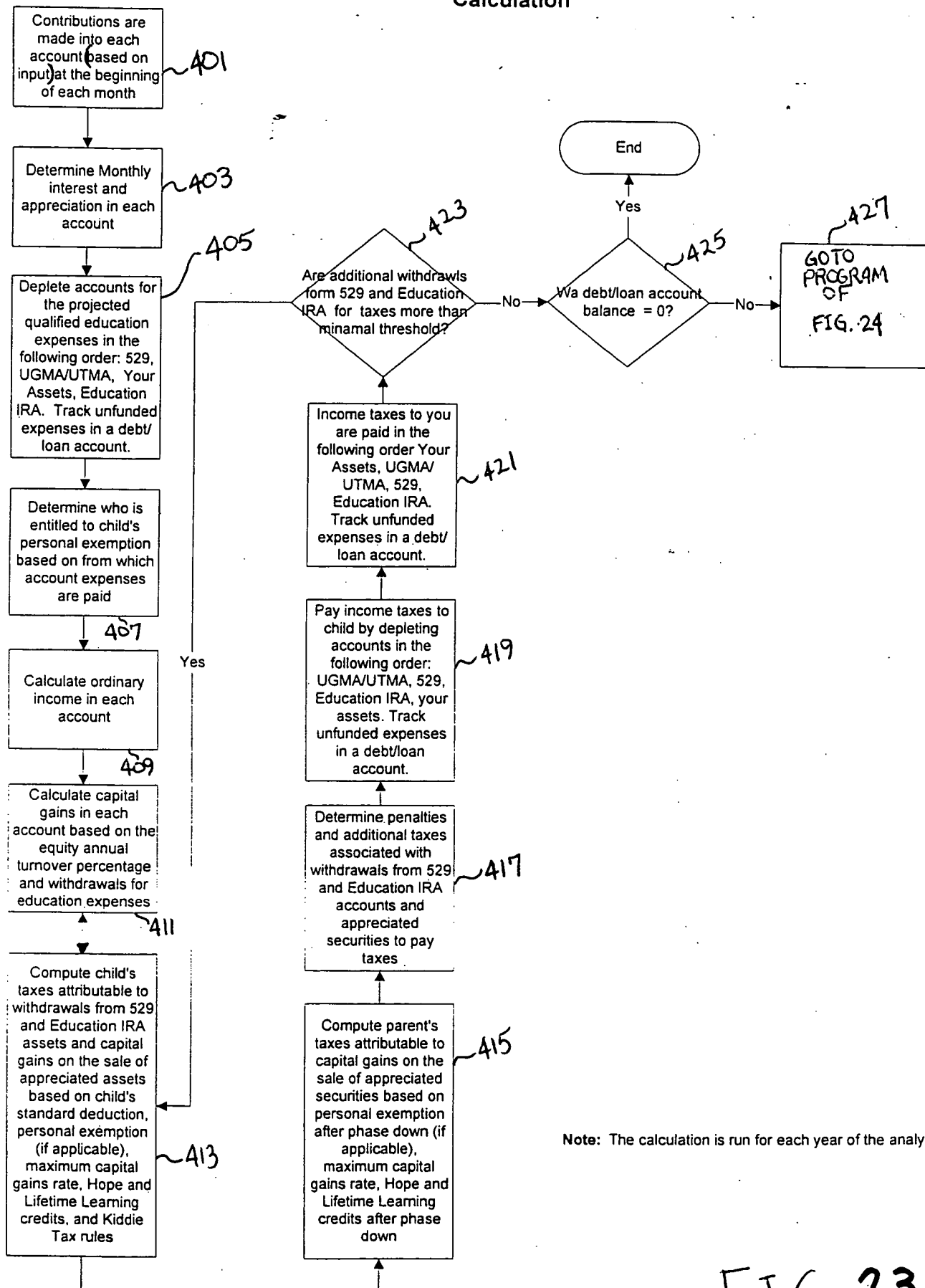
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Proposal was prepared by your Financial Consultant. It may illustrate recommendations made in the Financial Foundation report or alternative scenarios. The Client Note in the previous screen for important information, including assumptions underlying this analysis.

December 6, 1999

FIG. 22

# Accumulation/Withdrawal Calculation

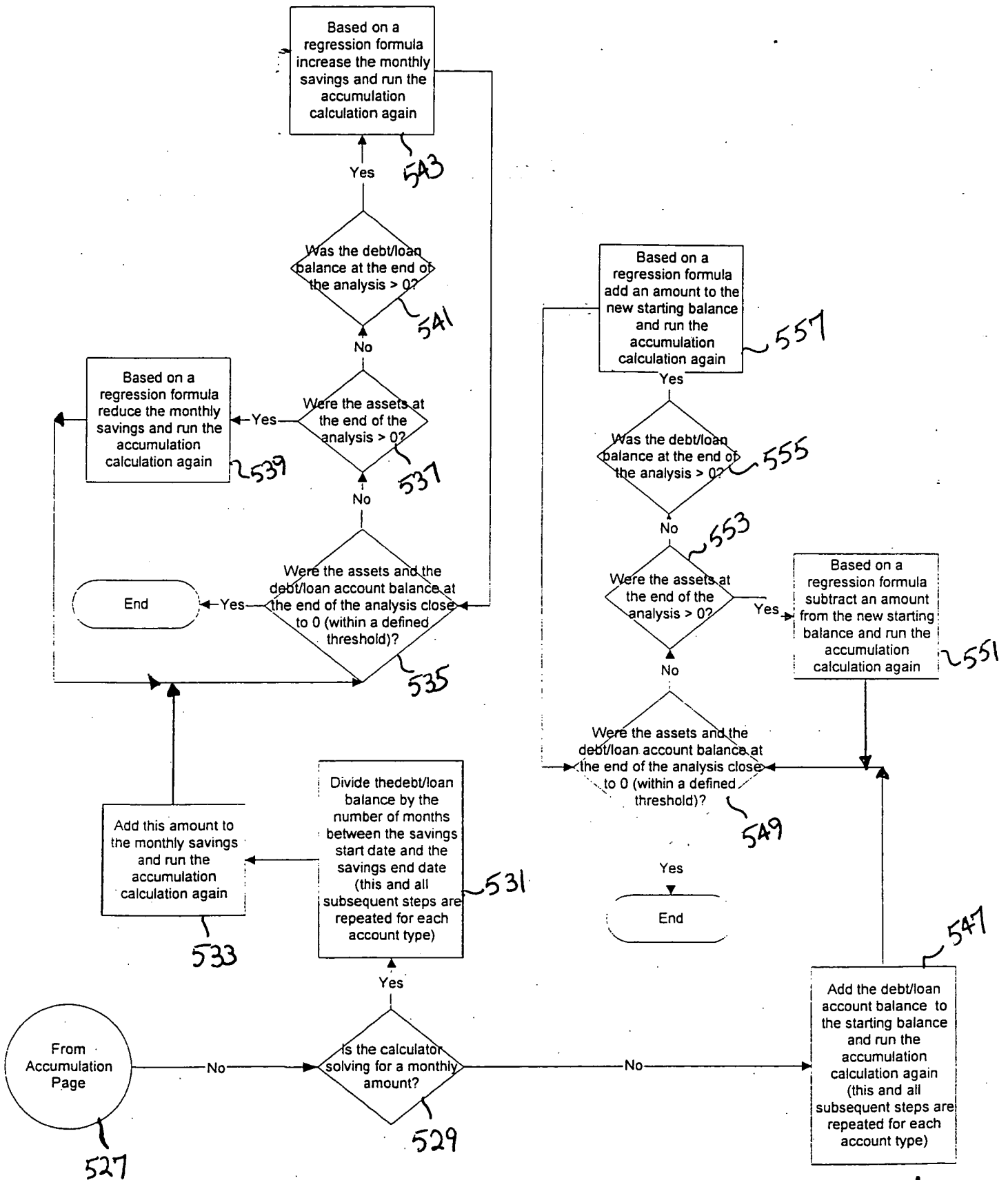


Note: The calculation is run for each year of the analysis.

FIG. 23



# Solver Calculation



**FIG. 24**